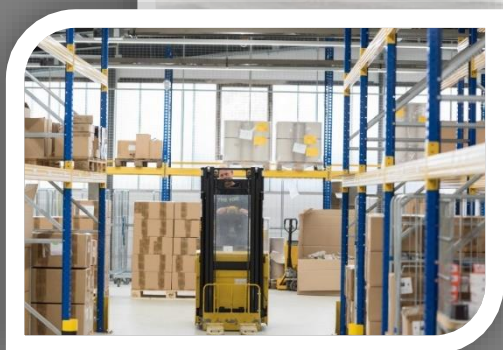
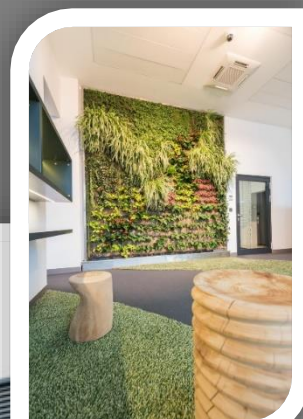
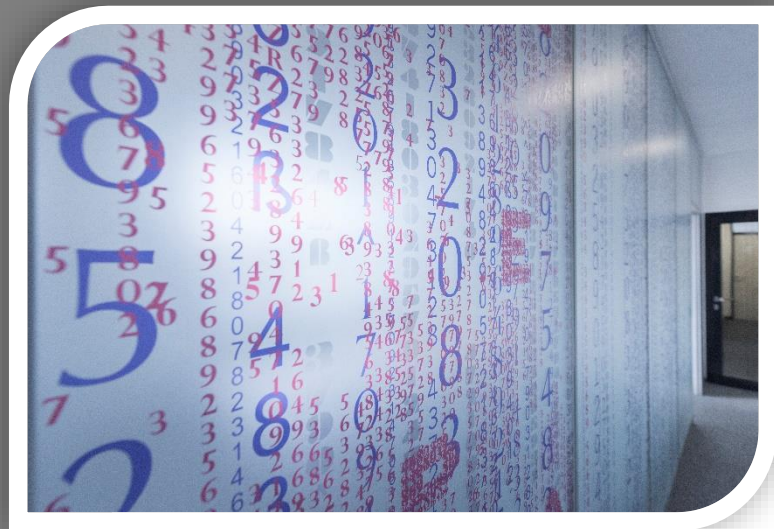


# TelePart



## SHORT PROFILE 2018

# Over 25 years serving our customers



For over a quarter of a century, our business and our passion has been the wholesale distribution of mobile phones, smartphones and tablets. Around 75 competent employees and managers ensure an assortment of the very latest products at the very best prices. Every year, from our headquarters in Holzmaden (near Stuttgart), we ship up to 4 million devices to over 2,500 satisfied resellers in 50 countries all over the world.

## We offer you:



An **extensive range** reliably consisting of more than 400 different mobile phone models at **unbeatable conditions**



**Speed and professionalism** due to lean structures and processes



Our **logistic centre with 2.100m<sup>2</sup> storage space** ensures that our logistic performance is **second to none**



With a company history of over 25 years, we are one of the **established names** in the **mobile communications industry**



**User-friendly webshop** and personal contact to competent and industry-experienced **contact persons from over 20 nations**



**First-class ratings** from all leading credit and enquiry agencies that reflect our performance and thus provide **security for those who do business with us.**



Marketing of **up to 4 million mobile phones annually** focussed on openness, reliability and fairness

# PROFIL

# 25 years TelePart – Age is a condition, no merit!



The roots of TelePart date back to 1991. Originally founded as a retail company for office communications, the opportunities of the then-new mobile communications industry were recognized early on and the company quickly evolved into a high-performance telecommunications wholesale company.

Since 2008, the company has successfully entered the international market as part of its expansion strategy and has meanwhile generated more than 90 percent of its sales in predominantly European countries. A success story that has found many imitators.

One thing Telepart did not become after 25 years: tired. What has remained more than ever is the tireless pioneering spirit and the ability to change but also the self-image of having to prove oneself anew every day in the interests of the customers.

At TelePart, this has been put in a nutshell with the slogan „**Revolution & Tradition**“!



## HISTORY/ MILESTONES

# TelePart – The best of both worlds



We **claim** to be your first contact in terms of **product selection, prices and availability** for mobile phones, smartphones and tablets. We take special care in the forward-looking **selection of our in-stock assortment**, which includes more than 400 current models from leading manufacturers, as well as Europe's most exclusive selection of smartphones from the relevant Chinese manufacturers.

Today, around half of the world market of around 2 billion devices p.a. is determined by Chinese manufacturers, many of whom we do not even know in Europe.

Summarised under the slogan "**The best of both worlds**", we act as an established generalist for smartphones and tablets of **Europe's leading brands**, such as Apple and Samsung. On the other hand, with our **team of experts** we are market insiders and recognized specialist for today already **attractive and lucrative newcomers** preferably from **China**, as currently for example Cubot, Xiaomi, Meizu.

We use our international market networking and, in addition to our attractive standard range, have already put together the most **exclusive selection of Chinese smartphones** in Europe, thus living in the same way today and tomorrow.



## HISTORY/ MILESTONES

The TelePart Distribution GmbH is



headed by an experienced management team,  
whose members complement one another both  
personally and professionally.



**Hans - Jürgen Kenntner**  
CEO  
TelePart GmbH



**Oliver Klein**  
Managing Director  
Operations TelePart GmbH



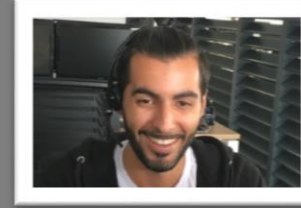
**Thomas Gerlach**  
Managing Director  
TelePart Distribution GmbH



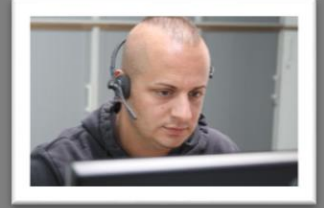
**Ralf Achatz**  
Head of Finance  
& Controlling



**Christof Classen**  
Head of Marketing



**David Colon**  
Head of Purchase



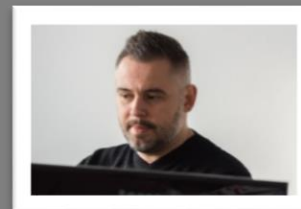
**Simon Corvaia**  
Head of Product-  
Management



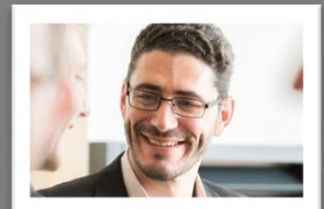
**Tobias Günzel**  
Head of Sales, Region DACH



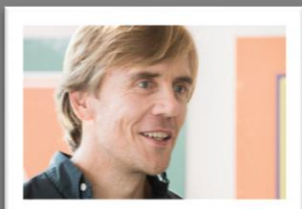
**Alice Kolberg**  
Head of After Sales,  
Service & Customs



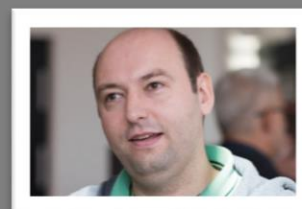
**Antonis Ioannidis**  
Head of Sales, Region  
Southern Europe



**Stéphane Leclercq**  
Head of Sales, Region  
Western Europe



**Steven Morgan**  
Head of Sales, Region  
Northern/ Eastern Europe  
& Overseas



**Alexander Pohl**  
Head of Information  
Technology



**Victor Staszni**  
Head of Logistics

# MANAGING DIRECTORS & MANAGEMENT





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